



Fondo Multilateral de Inversiones
Miembro del Grupo BID

REPORTE DE ESTADO DEL PROYECTO ENERO 2015 - JUNIO 2015

SECCIÓN 1: SÍNTESIS DEL PROYECTO

NOMBRE DEL PROYECTO: QUETSOL ENERGIA SOLAR PREPAGA PARA LA BDP EN GUATEMALA

Nro. Proyecto: GU-M1053 - Proyecto No.: ATN/ME-14292-GU

Propósito: Create a business model that provides a solar power solution that is financially and practically accessible to the BOP, and that rapidly scales Quetsol's share of the energy market in departments such as Alta Verapaz, Quiché, and Petén.

País Administrador

GUATEMALA

País Beneficiario

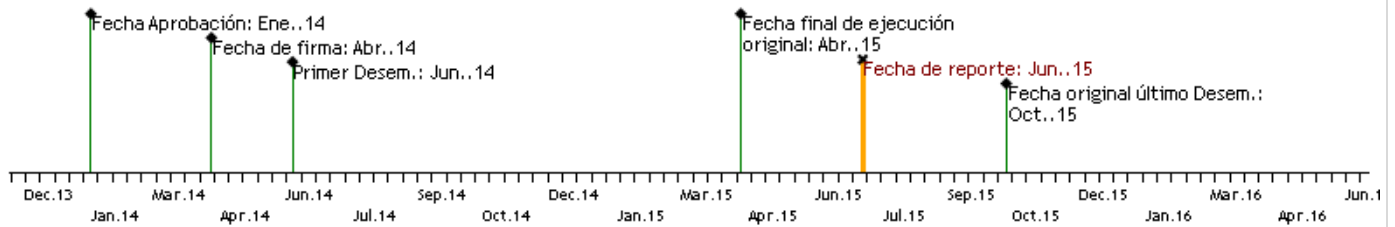
GUATEMALA

Agencia Ejecutora: QUETSOL S.A.

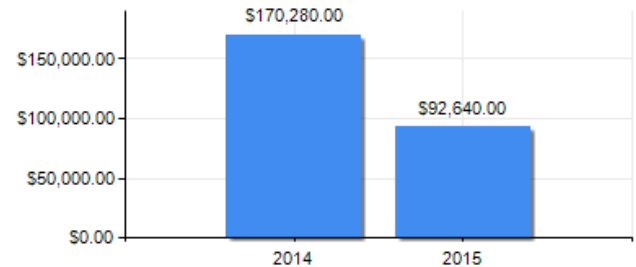
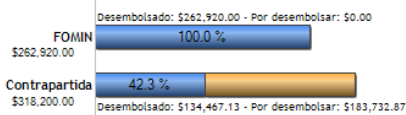
Líder equipo de diseño: DAVID BLOOMGARDEN

Líder equipo de supervisión: LUIS MEJIA CANIZ

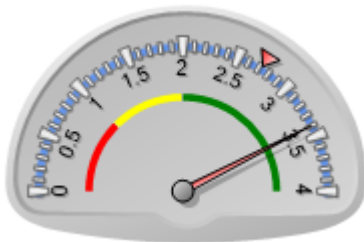
CICLO DEL PROYECTO



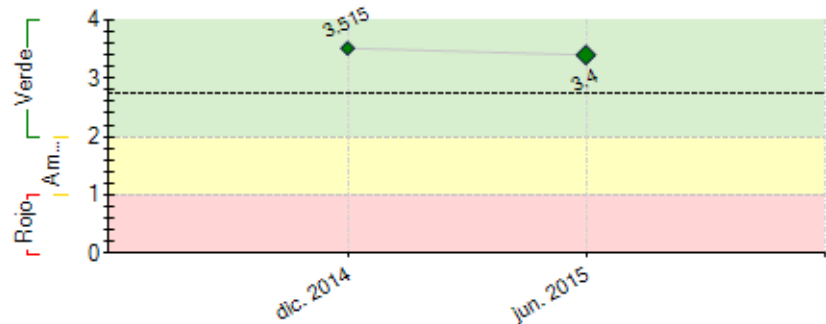
RECURSOS



PUNTAJE DE DESEMPEÑO



Puntaje actual: Satisfactorio: 3.4
Promedio FOMIN: 2.728



----- Promedio desempeño FOMIN

RIESGOS EXTERNOS

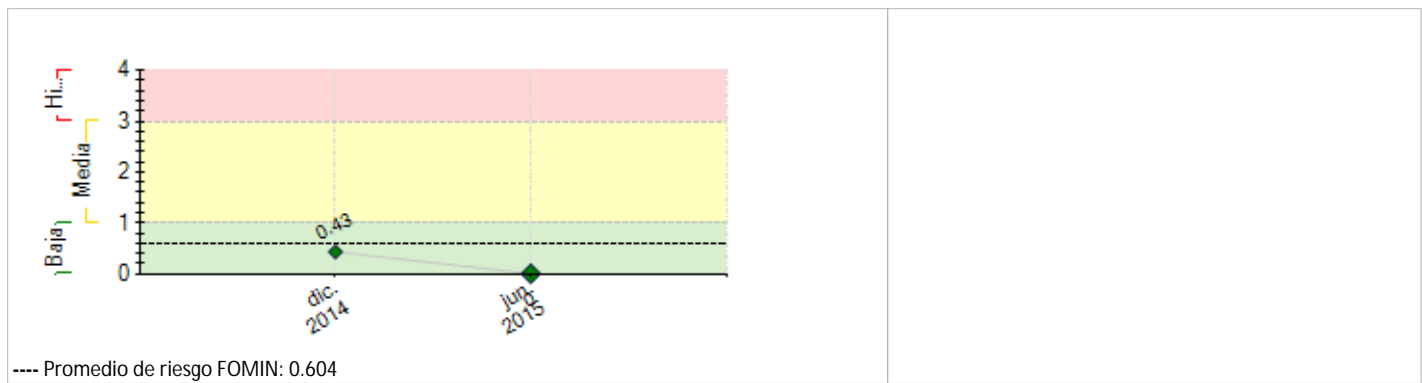
CAPACIDAD INSTITUCIONAL

Riesgo

Administración Financiera: Media

Adquisiciones: Media

Capacidad Técnica: Media



SECCIÓN 2: DESEMPEÑO

Resumen del desempeño del proyecto desde el inicio

Currently, the project has successfully achieved several goals. At the very beginning, the performance was moderately satisfactory due to some delays during the recruiting process of some consultants, as planned for the second half of 2014. Up to date, these delays have been mitigated.

To date, the Project has complied with its 4 Milestones with a fully satisfactory performance, as the committed amounts were even exceeded: Milestone 3 (45%), and in Milestone 4 (150%). In regards to the 3 components of the Project, these have been executed almost entirely; Component 1 (1.6) remaining expenses will be executed at the end of July; Component 2, (2.1 and 2.5) remaining expenses will be executed in August. The same will happen with component 3, (3.4) where the remaining expenses will be finished in September, with the Impact Study consultancy.

The level of risk of the project is low, where the only difficulty could be reflected in the utilization rate of systems; however, the service agents have been assigned to address these cases directly.

Overall, the future prospects of the project on the achievement of objectives is considered highly optimistic, taking into account the results achieved to date, while there are still remaining a few months for the project termination.

Through the end of the project, the Executing Unit will give special emphasize to the following action: (i) to comply with the latest approved Financial Plan, as well as to attend the Auditor's suggestions.

Comentarios del líder de Equipo de Supervisión

De acuerdo con los comentarios de la Agencia Ejecutora
Agree with description provided

Resumen del desempeño del proyecto en los últimos seis meses

The main achievements of the semester were: (i) to achieve Milestone 3 (45% exceeded) and Milestone 4 (150% exceeded); (ii) to finish the case, LED, and panel designs as planned; and (iii) to achieve the number of households with solar kits installed, as well as the number of communities with access to sustainable energy, as part of the indicators.

On the other hand, at the beginning of this semester, there was a delay at the moment of starting with the web site development, due to some problems with the consultancy firm hired for this purpose. However, this problem was solved after an emergency meeting where the Executing Unit and the consultancy firm agreed on a schedule, that allowed to finish this process with excellent results.

During the last phase of this Project, taking into account that the final implementation date will be on October 12, 2015, as part of the critical actions that the Project Coordination Unit seeks to achieve during the next semester are related to the completion of outstanding consultants: Sales consultancies, as part of component 2, and the Impact Study as part of component 3. Also, to comply with the latest Financial Plan approved; to attend the Auditor's suggestions based on the last Auditing evaluation; and to achieve the utilization rate goal, as part of the project.

Comentarios del líder de Equipo de Supervisión

Parcialmente de acuerdo con los comentarios de la Agencia Ejecutora
Kingo corporate team is developing new business plan for international expansion. MIF Specialist is being supporting to link their business plan with IDB private sector divisions for debt finance and/or equity finance. It is expected that whenever Kingo reaches USD10 million sale milestone, OMJ could provide debt finance for expansion. Nevertheless, IDB should get enrolled before that to catalize the business model expansion.

SECCIÓN 3: INDICADORES E HITOS

Propósito: Create a business model that provides a solar power solution that is financially and practically accessible to the BOP, and that rapidly scales Quetsol's share of the energy market in departments such as Alta Verapaz, Quiché, and Petén.	R.1	Households with Solar Kits installed - Number of households with solar kits installed by Quetsol during the reporting period	0	375			1500	3506	
			Abr. 2014	Oct. 2014			Abr. 2015	Abr. 2015	
	R.2	Utilization rate of the installed kits - The average percentage of a monthly PAYG code bought by clients in a month. Note that rates over 100% are possible as codes for smaller time units are more expensive.	0	60			80	76	
			Abr. 2014	Oct. 2014			Abr. 2015	Abr. 2015	
	R.3	Communities with access to sustainable energy (solar power solution) - Number of communities with 15 or more systems installed during the reporting period	0	15			60	104	
			Abr. 2014	Oct. 2014			Abr. 2015	Abr. 2015	
	R.4	Total revenue (for Quetsol) - Increase in revenue during the reporting period	0	5000			60000	106459	
			Abr. 2014	Oct. 2014			Abr. 2015	Abr. 2015	

Componente 1: Solar Pay-As-You-Go Development Peso: 55% Clasificación:	C1.11	Integrated electronics circuit board developed - Number of printed circuit boards combining both the charge controller and PAYG unit developed for the improvement of the solar panel kit.	0				1	1	Finalizado
			Abr. 2014				Abr. 2015	Jun. 2015	
	C1.12	Case prototypes designed - Number of Case prototypes designed incorporating the new PAYG user interface	0				1	5	Finalizado
			Abr. 2014				Abr. 2015	Abr. 2015	
	C1.13	Smart phone and feature phone apps developed - Number of beta version apps developed to deliver PAYG codes and manage client relationships	0				1	3	Finalizado
			Abr. 2014				Abr. 2015	Abr. 2015	
	C1.14	LED base prototype developed - Number of easy-install LED bases developed, designed to include individual switches to reduce consumption	0				1	3	Finalizado
			Abr. 2014				Abr. 2015	Mar. 2015	
	C1.15	Solar system investment - Amount of Quetsol's investment on improved PAYG solar systems	0	100000			186000	187088	Finalizado
			Abr. 2014	Oct. 2014			Abr. 2015	Dic. 2014	

Componente 2: Education, Promotion, Installation and Training. Peso: 37% Clasificación:	C2.11	Communities informed of the advantages of investing in solar panel energy kits - Number of communities informed by Quetsol about the environmental and financial advantages of PAYG solar panel kits	0	15			60	104	Finalizado
			Abr. 2014	Oct. 2014			Abr. 2015	Abr. 2015	
	C2.12	Households informed about the benefits of using solar power versus candles and kerosene - Number of households that are visited or engaged through community meetings	0	3600			14400	16357	Finalizado
			Abr. 2014	Oct. 2014			Abr. 2015	Abr. 2015	

Componente 3: Monitoring and Evaluation Peso: 8% Clasificación:	C3.11	Impact assessment of prepaid solar energy service - Measurement of impact through customer surveys focusing on a range of human development indicators including education, health, savings, productivity and connectivity.	0				1	1	Finalizado
			Abr. 2014				Abr. 2015	Mar. 2015	
	C3.12	Access to energy study using Kingo's customer database - Quantitative analysis of customer installations and solar energy codes purchased.	0				1	1	Finalizado
			Abr. 2014				Jun. 2015	Jun. 2015	

Hitos	Planificado	Fecha Vencimiento	Logrado	Fecha en que se logró	Estado
H1 Condiciones previas	5	Oct. 2014	5	May. 2014	Logrado
H1 Investment in Solar Kits	100000	Oct. 2014	103089	Ago. 2014	Logrado
H2 PAYG systems installed	150	Oct. 2014	151	Oct. 2014	Logrado
H3 Investment in Solar Kits	186000	Abr. 2015	189668	Dic. 2014	Logrado
H4 PAYG systems installed	450	Abr. 2015	1117	Abr. 2015	Logrado tarde

FACTORES CRÍTICOS QUE HAN AFECTADO EL DESEMPEÑO*[No se reportaron factores para este período]***SECCIÓN 4: RIESGOS****RIESGOS MÁS RELEVANTES QUE PUEDEN AFECTAR EL DESEMPEÑO FUTURO**

NIVEL DE RIESGO DEL PROYECTO: Baja NÚMERO TOTAL DE RIESGOS: 4 RIESGOS VIGENTES: 0 RIESGOS NO VIGENTES: 0 RIESGOS MITIGADOS: 4

SECCIÓN 5: SOSTENIBILIDAD

Probabilidad de que exista sostenibilidad después de terminado el proyecto: MP - Muy Probable

FACTORES CRÍTICOS QUE PUEDEN AFECTAR LA SOSTENIBILIDAD DEL PROYECTO*[No se reportaron factores para este período]***Acciones realizadas o a ser implementadas relativas a la sostenibilidad:**

Actions which have been impacting the project sustainability include: running a franchise model with its headquarters supporting each franchise on the ground, where the teams are conformed by sales representatives, service agents, technicians, analysts and operations staff; teams visiting community leaders in rural off-grid areas and organizing community presentations so that customers can learn about Kingo's service and register their interest; the fact that there are no additional costs for customers as Kingo operates as a service and takes responsibility for all maintenance and servicing.

SECCIÓN 6: LECCIONES PRÁCTICAS

	Relativo a	Autor
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1. Monitoring and Evaluation - Impact Study: – the results provided useful information not only to expand and attract new customers, but also to evaluate Quetsol/Kingo's social impact across 6 human development indicators: Economy, Productivity, Education, Health & Safety, Connectivity, Happiness and well-being. These key findings also involve how they can be strengthened over time, and at the same time, expanding a sustainable energy service.

Sustainability

Bejarano, Beatriz